

Appendix C
RFP 2011-05
Network Equipment & Services (Cisco)

Product Category	Delivery Lead Time (In Days ARO)	Spend (Per order)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)
Switches		\$0-\$100,000	38%	38%
		\$100,001- \$250,000	38.5%	38.5%
		\$250,001- \$375,000	39%	39%
		\$375,001- \$500,000	39.5%	39.5%
		\$500,001- Plus	40%	40%
Routers		\$0-\$100,000	38%	38%
		\$100,001- \$250,000	38.5%	38.5%
		\$250,001- \$375,000	39%	39%
		\$375,001- \$500,000	39.5%	39.5%
		\$500,001- Plus	40%	40%
Security (Firewalls)		\$0-\$100,000	38%	38%
		\$100,001- \$250,000	38.5%	38.5%
		\$250,001- \$375,000	39%	39%
		\$375,001- \$500,000	39.5%	39.5%
		\$500,001- Plus	40%	40%
Wireless		\$0-\$100,000	38%	38%
		\$100,001- \$250,000	38.5%	38.5%
		\$250,001- \$375,000	39%	39%
		\$375,001- \$500,000	39.5%	39.5%
		\$500,001- Plus	40%	40%
Maintenance		\$0-\$100,000	18%	18%
		\$100,001- \$250,000	18%	18%
		\$250,001- \$375,000	18%	18%
		\$375,001- \$500,000	18%	18%
		\$500,001- Plus	18%	18%
Other Applicable		\$0-\$100,000	38%	38%
Products		\$100,001- \$250,000	38.5%	38.5%
<i>(Supplier may add</i>		\$250,001- \$375,000	39%	39%
<i>additional categories)</i>		\$375,001- \$500,000	39.5%	39.5%
		\$500,001- Plus	40%	40%

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Service Description	Hourly Rate (Normal business hours- 8am to 5pm)	Hourly Rate (After normal business hours)
Network equipment architecture and design services	110	110
Equipment initial installation/configuration services	105	105
Equipment update/upgrade services	85	85
Equipment repair services	80	80
Technical support services <i>(Standard)</i>	80	80
Technical support services <i>(Premium)</i>	95	95
Engineering services <i>(Standard)</i>	85	85
Engineering services <i>(Premium)</i>	105	105
Training	50	50
Other Applicable Services <i>(Supplier may fill in additional services)</i>	75	75

**The rates indicated in the hourly rate columns are a "not-to-exceed" price.*

**Supplier shall provide specifications for Standard and Premium services listed above.*